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Washington, D.C. 20201

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**MEMORANDUM TO:** Principal Officials Responsible for Acquisition  
Small Business Managers

**SUBJECT:** DHHS Policy Directive - Small Business  
Competitiveness Demonstration Program

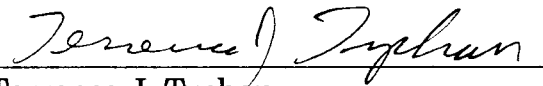
In accordance with the requirements of P.L. 100-656 and the subject Departmental Policy Directive, the Office of Small and Disadvantaged Business Utilization and the Office of Grants and Acquisition Management are required to monitor the achievement of the mandatory goals for small and emerging small businesses in the designated industry groups described in the Small Business Competitiveness Demonstration Program.

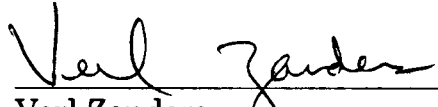
This report reflects contract awards for the Designated Industry Groups (DIGs) and the Targeted Industry Categories (TICs) for the period October 1, 1998 through September 30, 1999.

Small businesses maintained the mandated 40 percent of the dollars awarded under the designated industry group for Refuse Systems and Related. We are also pleased to report small businesses attained the mandated 35 percent of the dollars awarded under DIGs for Architectural and Engineering Services (A&E). Also, small businesses continued to maintain the mandated 40 percent of the dollars awarded under DIGs for Construction Services.

For your information, we have attached a copy of the report that was sent to the Office of Federal Procurement Policy.

Thanking you in advance for your cooperation.

  
Terrence J. Tychan  
Deputy Assistant Secretary  
Office of Grants and Acquisition  
Management

  
Verl Zanders  
Director, Office of Small and  
Disadvantaged Business Utilization

Attachment

**Report on Small Business Participation Under the Small Business Competitiveness Demonstration Program for Designated Industry Groups**

**Reporting Period: October 1, 1998 through September 30, 1999**

**1. Construction (excluding dredging)**

Designated Groups	Total US Business		Small Business		% of	Small Disadv. Business		% of	Emerging Small Business		% of
	Actions	Dollars	Actions	Dollars	\$\$\$	Actions	Dollars	\$\$\$	Actions	Dollars	\$\$\$
SIC Group 15											
1521	0	\$ -	0	\$ -	0	0	\$ -	0.0	0	0	0.0
1522	337	41,131,000	11	9,209,000	22	1	35,000	0.1	0	0	0.0
1531	3	153,000	2	78,000	51	1	0	0.0	0	0	0.0
1541	22	2,376,000	20	1,812,000	76	20	1,812,000	76.3	8	94,000	4.0
1542	542	64,996,000	438	31,909,000	49	336	17,942,000	27.6	54	5,436,000	8.4
Subtotal	904	\$108,656,000	471	\$43,008,000	40	358	\$19,789,000	18.2	62	\$5,530,000	5.1
SIC Group 16											
1611	6	194,000	6	194,000	100.0	6	194,000	100.0	3	19,000	9.8
1622	0	0	0	0	0.0	0	0	0.0	0	0	0.0
1623	369	24,304,000	227	16,008,000	65.9	96	9,459,000	38.9	75	2,495,000	10.3
1629	5	328,000	5	328,000	100.0	4	329,000	100.3	4	286,000	87.2
Subtotal	380	\$24,826,000	238	\$16,530,000	66.6	106	\$9,982,000	40.2	82	\$2,800,000	11.3
SIC Group 17											
1711	145	4,517,000	19	1,184,000	26.2	6	301,000	6.7	4	110,000	2.4
1721	5	97,000	5	97,000	100.0	5	97,000	100.0	0	0	0.0
1731	22	547,000	12	498,000	91.0	7	498,000	91.0	0	0	0.0
1741	4	116,000	4	116,000	100.0	4	116,000	100.0	0	0	0.0
1742	8	238,000	8	238,000	100.0	5	134,000	56.3	0	0	0.0
1751	1	220,000	0	0	0.0	0	0	0.0	0	0	0.0
1752	1	0	1	0	0.0	0	0	0.0	0	0	0.0
1761	19	1,749,000	16	1,383,000	79.1	15	291,000	16.6	0	0	0.0
1771	3	1,828,000	3	1,828,000	0.0	0	0	0.0	0	0	0.0
1781	71	7,478,000	69	7,451,000	99.6	6	100,000	1.3	30	1,349,000	18.0
1791	1	588,000	0	0	0.0	0	0	0.0	0	0	0.0
1794	3	664,000	0	0	0.0	0	0	0.0	0	0	0.0
1795	1	7,000	1	7,000	100.0	1	7,000	100.0	0	0	0.0
1796	3	17,000	1	14,000	82.4	0	0	0.0	1	14,000	82.4
1799	22	4,886,000	7	229,000	4.7	5	55,000	1.1	1	129,000	2.6
Subtotal	309	\$22,952,000	146	\$13,045,000	56.8	54	\$1,599,000	7.0	36	\$1,602,000	7.0
Category Total	1,593	\$156,434,000	855	\$72,583,000	46.4	518	\$31,370,000	20.1	180	\$9,932,000	6.3

II. Architectural and Engineering Services (including mapping and surveying)											
Designated Groups	Total US Business		Small Business		% of	Small Disadv. Business		% of	Emerging Small Business		% of
	Actions	Dollars	Actions	Dollars	\$\$\$	Actions	Dollars	\$\$\$	Actions	Dollars	\$\$\$
SIC 7389:											
PSC T002	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC T004	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC T008	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC T009	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC T014	0	0	0	0	0.0	0	0	0.0	0	0	0.0
Subtotal	0	\$0	0	\$0	0.0	0	\$0	0.0	0	\$0	0.0
SIC 8711 or SIC 8712:											
PSC C111	44	2,299,000	31	1,950,000	84.8	29	1,911,000	83.1	14	1,269,000	55.2
PSC C112	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C113	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C114	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C115	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C116	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C117	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C118	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C119	1	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C121	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C122	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C124	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C130	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C211	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C212	5	126,000	5	126,000	100.0	0	0	0.0	0	0	0.0
PSC C213	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C214	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C215	1	0	1	0	0.0	1	0	0.0	1	0	0.0
PSC C216	0	0	0	0	0.0	0	0	0.0	0	0	0.0
PSC C219	0	0	0	0	0.0	0	0	0.0	0	0	0.0
Subtotal	51	\$2,425,000	37	\$2,076,000	85.6	30	\$1,911,000	78.8	15	\$1,269,000	52.3
SIC 8713:											
PSC R404	1	328,000	1	328,000	100.0	0	0	0.0	0	0	0.0
Subtotal	1	\$328,000	1	\$328,000	100.0	0	\$0	0.0	0	\$0	0.0
Category Total	52	\$2,753,000	38	\$2,404,000	87.3	30	\$1,911,000	69.4	15	\$1,269,000	46.1

### III. Refuse Systems and Related Services

Designated Groups	Total US Business		Small Business		% of	Small Disadv. Business		% of	Emerging Small Business		% of
	Actions	Dollars	Actions	Dollars	\$\$\$	Actions	Dollars	\$\$\$	Actions	Dollars	\$\$\$
PSC S205	21	\$747,000	13	\$571,000	76.4	4	219,000	29.3	0	0	0.0
Subtotal	21	\$747,000	13	\$571,000	76.4	4	\$219,000	29.3	0	0	0.0
Category Total	21	\$747,000	13	\$571,000	76.4	4	\$219,000	29.3	0	\$0	0.0

### IV. Non-nuclear Ship Repair

Designated Groups	Total US Business		Small Business		% of	Small Disadv. Business		% of	Emerging Small Business		% of
	Actions	Dollars	Actions	Dollars	\$\$\$	Actions	Dollars	\$\$\$	Actions	Dollars	\$\$\$
SIC 3731:											
PSC J999	0	0	0	0	0.0	0	0	0.0	0	0	0.0
Category Total	0	0	0	0	0.0	0	0	0.0	0	0	0.0

DIGs Grand Totals	73	\$3,500,000	51	\$2,975,000	85.0	34	\$2,130,000	60.9	15	\$1,269,000	36.3
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Report on Small Business Participation Under the Small Business Competitiveness Demonstration Program  
for Targeted Industry Categories

Agency: Department of Health and Human Services

TARGETED INDUSTRY CATEGORIES  
Reporting Period: October 1, 1998 through September 30, 1999

Designated Groups	Total US Business		Small Business			Emerging Small Business			Small Business Set-Asides		
	Actions	Dollars	Actions	Dollars	% of \$\$\$	Actions	Dollars	% of \$\$\$	Actions	Dollars	% of \$\$\$
G004	110	\$ 9,554,000	4	\$ 430,000	4.5	-	\$ -	-	3	\$ 385,000	4.0
J099	302	\$ 19,364,000	174	\$ 6,177,000	31.9	5	\$ 54,000	0.3	129	\$ 2,323,000	12.0
K099	71	\$ 2,415,000	4	\$ 539,000	22.3	-	\$ -	-	3	\$ 463,000	19.2
Q201	1,263	\$ 411,416,000	80	\$ 7,141,000	1.7	-	\$ -	-	35	\$ 4,519,000	1.1
R406	9	\$ 815,000	3	\$ 481,000	59.0	-	\$ -	-	-	\$ -	-
R497	86	\$ 1,032,000	82	\$ 996,000	96.5	-	\$ -	-	5	\$ 227,000	22.0
6505	82	\$ 3,524,000	12	\$ 1,106,000	31.4	-	\$ -	-	-	\$ -	-
7045	-	\$ -	-	\$ -	-	-	\$ -	-	-	\$ -	-
7110	69	\$ 6,605,000	17	\$ 1,339,000	20.3	-	\$ -	-	3	\$ 123,000	1.9
7510	14	\$ 498,000	11	\$ 384,000	77.1	-	\$ -	-	1	\$ 33,000	6.6
TOTALS	2,006	\$ 455,223,000	387	\$ 18,593,000	4.1	5	\$ 54,000	0.0	179	\$ 8,073,000	1.8